

Message Text

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ORIGIN STR-02

INFO OCT-01 SS-14 ISO-00 EA-06 IO-06 STRE-00 EB-04
NSCE-00 SP-02 INR-05 INRE-00 CIAE-00 L-01 SSO-00
/041 R

DRAFTED BY STR:A W WOLFF:JF
APPROVED BY STR:A W WOLFF
EB/ITP:W BARRACLOUGH
EA/J:H COCHRAN

-----077951 051931Z /47

O 051858Z JUN 78
FM SECSTATE WASHDC
TO AMEMBASSY TOKYO IMMEDIATE
INFO USMISSION GENEVA IMMEDIATE

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LIMDIS, USMTN, PASS AMBASSADOR MANSFIELD FROM AMB. WOLFF

E.O. 11652: N/A

TAGS:ETRD, MTN

SUBJECT:DRAFT LETTER TO USHIBA

1. PLEASE DELIVER FOLLOWING LETTER FROM AMBASSADOR STRAUSS
TO MINISTER USHIBA. SIMILAR LETTER WILL BE SENT TO EC
VICE PRESIDENT HAFERKAMP.

2. BEGIN TEXT.

DEAR MINISTER USHIBA:

I DON'T THINK THAT THERE IS AN AREA OF THE MTN IN WHICH
WE ARE NOT NOW MAKING PROGRESS. WE HAVE COME AN ENORMOUS
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DISTANCE SINCE THE FALL OF LAST YEAR. I DON'T UNDERRATE
THAT ACCOMPLISHMENT. BUT I AM STILL CONCERNED.

WE ARE DRIFTING. GENERALLY, I FEEL WE ARE DRIFTING IN
THE RIGHT DIRECTION BUT WITH SIX WEEKS TO GO TO THE JULY
SUMMIT IN BONN, I FEEL THAT I CANNOT TELL PRESIDENT CARTER
THAT WE WILL HAVE OUR MAIN CONCLUSIONS FOR A SUCCESSFUL

NEGOTIATION IN HAND FOR SUMMIT CONSIDERATION.

NEITHER OF US WANT THERE TO BE ANY SURPRISES IN OUR MEETING ON JUNE 19 AND 20 IN WASHINGTON. EACH OF US HAS TO DECIDE PRIOR TO THAT MEETING HOW WE CAN PROCEED TO REACH OUR POLITICAL AGREEMENT IN THE NEXT FEW WEEKS, OR INDEED WHETHER AN AGREEMENT IS POSSIBLE AT ALL.

INSOFAR AS WE ARE CONCERNED, I SEE A NEED FOR POLITICAL RESOLUTION IN THE FOLLOWING AREAS:

(1) AGRICULTURE. WE ARE LIKELY TO HAVE AGREEMENTS FOR MAIN COMMODITY AREAS -- WHEAT, COARSE GRAINS, MEAT AND DAIRY, BUT THIS DOES NOT MAKE AN MTN THAT WE CAN LIVE WITH. THE RISKS TO THE MTN ARE GREATEST IN AGRICULTURE BECAUSE WE ARE SO FAR FROM A SATISFACTORY SOLUTION. AS YOU KNOW, WE CANNOT ENTER INTO ANY AGREEMENT WITHOUT PROGRESS IN MARKET ACCESS. THERE ARE NOT NOW SUFFICIENT CONCESSIONS ON THE TABLE TO JUSTIFY CONCLUDING THE MTN.

(2) SUBSIDIES AND COUNTERVAILING DUTIES. WE ARE MAKING SOME PROGRESS BUT IT IS VERY SLOW AND HAS BEEN PARTICULARLY LIMITED IN AGRICULTURE, WHICH IS A SINE QUA NON FOR THE UNITED STATES.

(3) SAFEGUARDS. THE ISSUES ARE WELL KNOWN AND WILL REQUIRE LIMITED OFFICIAL USE

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YOUR AND MY PERSONAL ATTENTION.

(4) TARIFFS. THE DANGER OF THE UNRAVELLING PROCESS BECOMING UNSTOPPABLE IS VERY REAL AND WE HAVE TO COME TO AN AGREEMENT ON WHAT WE NEED. JAPAN IS THE KEY TO SUCCESS.

(5) GOVERNMENT PROCUREMENT. THIS IS A NEGOTIATION THAT GOES ON FOR GENERATIONS, IT APPEARS. THERE IS VERY SLOW PROGRESS IN GENEVA WHILE THE UNITED STATES CONGRESS IS WORKING ON CLOSING OUR MARKET. WE ARE-GETTING CLOSE TO THE POINT WHERE IT WILL BE VERY DIFFICULT TO REVERSE THE TREND IN THE UNITED STATES. MOREOVER, FAILURE TO CONCLUDE AN AGREEMENT ON GOVERNMENT PROCUREMENT WILL UNDERMINE OTHER AREAS OF THE NEGOTIATION, SUCH AS INDUSTRIAL TARIFFS. YOUR PERSONAL LEADERSHIP COULD MAKE THE DIFFERENCE.

(6) THERE ARE OTHER ISSUES WHICH MAY PROVE EQUALLY DIFFICULT. I AM SURE THAT YOU HAVE YOUR OWN LIST. WE HAVE OTHER PROBLEMS NOT BEING DEALT WITH IN THE MTN. STEEL IMPORTS DOUBLED IN THE EARLY PART OF THIS YEAR, MAINLY FROM EUROPE, AND THERE IS CONTINUED PRESSURE FOR IMPORT RESTRICTIONS. THE ABILITY TO MANAGE THESE ISSUES

IS DIRECTLY DEPENDENT UPON THE INTERNATIONAL SOLUTIONS THAT
WE CAN ARRIVE AT IN THE NEAR FUTURE.

(7) I THINK THAT WE MUST BE IN A POSITION BY THE
AFTERNOON OF JUNE 21ST TO LET THOSE MEETING IN BONN
IN MID-JULY KNOW WHETHER THEY CAN PRAISE US OR CONDEMN
US.

I WILL BE GRATEFUL FOR YOUR DIRECTING YOUR PRIMARY
ATTENTION TO THESE ISSUES BETWEEN NOW AND JUNE 20 AND
IN THE MEANTIME FURNISHING YOUR COMMENTS AND ADVICE.

END TEXT. VANCE

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NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DIPLOMATIC COMMUNICATIONS, SUMMIT MEETINGS
Control Number: n/a
Copy: SINGLE
Draft Date: 05 jun 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE141677
Document Source: CORE
Document Unique ID: 00
Drafter: A W WOLFF:JF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780234-1159
Format: TEL
From: STATE
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780695/aaaaddtv.tel
Line Count: 128
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 5d783d92-c288-dd11-92da-001cc4696bcc
Office: ORIGIN STR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: LIMDIS
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2486842
Secure: OPEN
Status: NATIVE
Subject: DRAFT LETTER TO USHIBA
TAGS: ETRD, MTN, (USHIBA, NOBUHIKO)
To: TOKYO
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/5d783d92-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014